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## SBA's Monthly News Update

*-Serving Colorado, Montana, North Dakota, South Dakota, Utah and Wyoming-*

Newsline Eight is circulated to our resource and lending partners by SBA's Region Eight Office  
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### ***Regional Administrator's Update by Elton "Mick" Ringsak***

***Small Businesses receive more than 100,000 SBA-Backed Loans in FY 2006, a Sixth Consecutive Record Year.***

During the just completed FY 2006, the SBA backed a net 100,197 loans totaling \$19.1 billion under its two primary small business loan programs during the 12 months ending on Sept. 30. Both the number of loans and the dollar amount is a single-year record for the agency. The previous records were set last year, when SBA provided a net 94,554 loans worth \$18.1 billion under the same two programs. A third of the loans in FY 2006 went to minority borrowers, 32 percent were to new start-up businesses, 22 percent were

to businesses owned by women and 21 percent were to businesses located in rural areas. Increases were recorded in loans to African Americans, Hispanics, Asian Americans and Native Americans. Both primary loan programs set records this year. The 7(a) loan guaranty program – most often used for working capital – produced 90,477 loans worth \$13.46 billion. The CDC - 504, program, which is used for the purchase of real estate and fixed assets, provided 9,720 loans worth \$5.61 billion.

***The following table shows Region VIII Loan Guaranty Activity during FY 2006***

FISCAL YEAR 2005	TOTAL 7(a) and 504 LOAN APPROVALS	GROSS LOAN AMOUNTS	JOB <sup>S</sup> CREATED or RETAINED **
COLORADO	2,612	\$556 MILLION	10,400
MONTANA	463	\$63.5 MILLION	1,526
NORTH DAKOTA	378	\$64.1 MILLION	1,282
SOUTH DAKOTA	243	\$53.5 MILLION	1,070
UTAH	2,153	\$313.6 MILLION	6,272
WYOMING	158	\$35 MILLION	700

***\*\*Based on SBA's Office of Advocacy estimate that one job is created or retained for each \$50,000 lent to a small business***



**"In Your Corner" by Jim Henderson, Small Business Advocate**  
**New Web Site Enables Businesses to Comply with Government Rules**

Business.gov provides business owners with a one-stop resource for locating regulatory compliance information. This web site makes it easier to find information on taxes, immigration laws, workplace safety, environmental requirements, and other regulations that can present challenges for small and mid-sized businesses. "The Business Gateway Initiative through Business.gov is an important part of the President's vision of helping American businesses by providing a one-stop portal for federal resources," said Office of Management and Budget (OMB) E-Gov Administrator Karen Evans. "Business.gov is the Official Business Link to the U.S. Government and is a continuation of agencies working together to improve services to citizens and businesses through technology." The prime goal of the Business.gov Website is to make the regulatory process more understandable and accessible, and to increase regulatory compliance by small businesses while reducing the time and effort spent by these businesses to meet federal and state requirements. Business.gov directs businesses to the best sources, reduces compliance barriers, and helps avoid costly mistakes. Helping small business owners cut through the red tape gives them more time to focus on what they do best -- making their businesses successful. Business.gov is managed by the U.S. Small Business Administration (SBA) in a partnership with 21 other federal agencies and is part of the President's Management Agenda.

**District Office Reports: Your SBA Event Planner**

**Small Business Week 2007 nominations due November 24<sup>th</sup>.**

As a reminder, all nomination packages for the Small Business Week (SBW) 2007 awards are due to your local district office on or before Friday, November 24<sup>th</sup>. If you know of an individual that deserves recognition for their contributions to the small business community – please nominate them for one of SBA's SBW awards. We will make the nomination process as uncomplicated as possible. For more information, or to receive a nomination package, please contact your local SBA district office or Chris Chavez in the regional office at 303-844-0501.

**Colorado – Colorado SBDC Network presents 2<sup>nd</sup> Annual Small Business Conference for Veterans.**

The Colorado Small Business Development Center (SBDC) Network will be featuring programming for Veterans at a one day workshop November 8<sup>th</sup> in Denver, Colorado. Those eligible to participate in these courses are: Veterans, spouses of Veterans, Retired and Active/Inactive Duty military, Reservist, employees of Veteran-owned businesses, and all dependents. The general public is also invited to attend. This event will be held on Wednesday, November 8<sup>th</sup> from 7:30am – 5:00 pm at the Brown Palace Hotel. After 4:00 pm there will be a networking reception for all attendees. For more information and questions about these services and scholarships available, contact the Colorado Small Business Development at 303-892-3840. The registration cost is \$15.00 Veterans (includes Breakfast and Lunch) and \$25.00 Non-Veterans (please see above Veteran status). You can register at [www.coloradosbdc.org](http://www.coloradosbdc.org)

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**Montana – SCORE's 12<sup>th</sup> Annual Youth Entrepreneur Seminar in Missoula.** The Missoula SCORE Chapter is hosting its 12<sup>th</sup> annual Youth Entrepreneur Seminar at the Quality Inn Conference Center in Missoula on Friday, November 17<sup>th</sup> from 9:00 a.m. until 3:00 p.m. High School students from around the region (past turnouts have been around 100) will be brought in and introduced to successful local entrepreneurs who they can relate to either through age or product. Each speaker will tell a little about his/her experiences and then present the students with a problem they faced and give them a chance to be "evaluated" on the resourcefulness of their remedies. For more information, please contact Hale Williams at 406.721.2518 ext. 100 or by e-mail at [hale@safeshop.com](mailto:hale@safeshop.com).

**North Dakota – Business Planning Workshop.** On November 22nd, a Start-Up Business Planning workshop will be offered from 1:00pm to 2:00pm at the North Dakota Small Business Development Center, 51 Broadway, Suite 505, in Fargo. Got an idea? Want to be your own boss? Thinking about starting your own business? This is the class for you. Learn all the basic steps to starting your own business. Offered by SBDC and delivered by SCORE business counselors this class will cover topics including: - Business Planning - SWOT Analysis - Business Registration / Legal Structure - Credit & Financing - Upcoming Training Event Plus each attendee gets a valuable resource guide for starting a business in North Dakota. For more information or to register, contact the SBDC at (701) 235-1495.

**South Dakota – Technology Summit to be held November 9th at the Sioux Falls Convention Center.** The Technology Summit is a trade show with presentations by leaders in the technology industry. Topics include Voice Over IP (VOIP), IT Outsourcing Options, Microsoft Vista & Office 2007, Internet Marketing, Data Delivery, and Security & Compliance. The Summit begins at with an executive breakfast at 7:00 a.m. and continues with speakers and breakout sessions from 8:45 to 7:00 p.m. Admission is free with registration. For more information and to register, call Randee Fischer at (605) 977-3967 or visit [www.techknowlogysummit.com](http://www.techknowlogysummit.com).

**Utah – Veteran Entrepreneurial Workshop to be held in Salt Lake City.** On Monday, November 6<sup>th</sup>, the Utah District Office will participate in the annual Veterans Entrepreneurial Workshop sponsored by the State of Utah Division of Veterans Affairs, Zions Bank and SCORE. The Veteran's workshop will be held at the VA Medical Center in Salt Lake City and from 9:00 am – 1:00 pm several breakout sessions provided information on business planning and doing business with the government. For more information, contact the SBA's Georgia Yoshida at 801-524-3217.

**Wyoming – Transitional Assistance Training at F.E. Warren AFB.** The Wyoming District Office Veterans Affairs Officer, Dave Denke, will give a 30-minute presentation to attendees at the Transitional Assistance Program (TAP) at F. E. Warren Air Force Base in Cheyenne, WY on November 16th. He will be talking about SBA's programs and services. For more information please contact SBA's Dave Denke at (307) 261-6523 or email him at [david.denke@sba.gov](mailto:david.denke@sba.gov).

If you have any questions about Newsline Eight or would like your name removed from the Newsline VIII Fax list, contact Chris Chavez at (303) 844-0501 or [christopher.chavez@sba.gov](mailto:christopher.chavez@sba.gov)

*[SBA's Website can be found at www.sba.gov](http://www.sba.gov)*

**Newsline Eight can now be downloaded at [www.sba.gov/region8](http://www.sba.gov/region8)**